

Delta Regional Authority

FY 2013-2015 SEDAP Projects Tennessee



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Fiscal Year 2015 Tennessee Project Summaries

M/WBE Strategic Growth Services

Awardee: The MMBC Continuum

Federal ID#: 62-1198163

Awardee Contact: Yolanda Dillard

Telephone: 901-525-6512

County: Shelby

Congressional District: AR 1, 4, LA 5,
MO 8, MS 2, TN 9

Funding:

DRA	\$150,000	74.00%
Other Public Investment	\$53,825	26.00%
Total	\$203,825	100.00%

Description: DRA funds will be used to increase minority business participation in procurement opportunities across the Delta region. This project will provide access to virtual capacity building, training/development resources and procurement opportunities. This project will be based on a nationally recognized minority business development model developed by The MMBC Continuum.

Benefits/Outcomes: This project shall improve the competitiveness of minority business enterprises as evidenced by an increase in the number and/dollar value of contracts/procurement awarded, which has a direct correlation to increased revenue that supports job creation. This project has the potential to increase the number and dollar value of contract/procurement awards and jobs created and/or retained by at least 2-3% annually.

Pyrotek Industry Opening

Awardee: Town of Trenton

Federal ID#: 62-6000424

Awardee Contact: Ricky Jackson

Telephone: 731-855-2013

County: Gibson

Congressional District: 8

Funding:

DRA	\$14,225	.28%
Private Capital Investment	\$5,000,000	99.72%
Total	\$5,014,255	100%

Description: DRA funds will be used to purchase the materials for this project, including a water line (200LF), a meter, pipe joints, line tap, and meter vault. Trenton Utilities has agreed to provide all labor for the installation portion of the project.

Benefits/Outcomes: The immediate impact of this project is the creation of 45 full-time jobs and the private investment of \$5 million in the local and regional economy.

Fiscal Year 2015 Tennessee Project Summaries

EPIcenter

Awardee: City of Germantown

Federal ID#: 62-6014996

Awardee Contact: Marie Lisco

Telephone: 901-757-7200

County: Germantown

Congressional District: 7, 8, 9

Funding:

DRA	\$93,863	75.32%
Other Public Investment	\$30,750	24.68%
Total	\$124,613	100.00%

Description: Collaborators, EPIcenter and Germantown TN, will develop and launch co-working space for solopreneurs, and provide programming for new and existing entrepreneurs to conceive, launch and scale businesses.

Benefits/Outcomes: Funding support from DRA is crucial to provide training and educational programs in the second year and add other beneficial curriculum and resources. From EPIcenter's experience, as these offerings increase, the incubator's reach broadens and attracts more users (which generates more revenue to cover programming costs).

Advanced Manufacturing Technology

Awardee: TN College of Applied Technology

Federal ID#: 62-1175265

Awardee Contact: Rob Goad

Telephone: 731-627-2511

County: Dyer

Congressional District: 8

Funding:

DRA	\$200,000	100.00%
Total	\$200,000	100.00%

Description: DRA funds will be used to support the Newbern College's purchase of a 3D Printer, Coordinate Measuring Machine, Injection Molding Machine, and a Bridgeport Mill.

Benefits/Outcomes: With an average semester enrollment of 275 students seeking technical degrees (78% graduation rate), approximately 215 students per semester (400+/year) will benefit from this acquisition. Because the Newbern TCAT is the sole source for much of this training, it can be expected that enrollment will increase. Eleven industries support the project with all agreeing to hire graduates of the programs.

Fiscal Year 2015 Tennessee Project Summaries

Site Prep for Industry Expansion

Awardee: City of Greenfield

Federal ID#: 62-6000296

Awardee Contact: Rob Goad

Telephone: 731-235-2330

County: Weakley

Congressional District: 8

Funding:

DRA	\$200,000	40.00%
Other Public Investment	\$300,000	60.00%
Total	\$500,000	100.00%

Description: The proposed project includes purchase of materials to construct a 20,000 square foot building adjacent to the industry's property. State economic development funds will be utilized for site prep, grading, and drainage.

Benefits/Outcomes: The benefit to the company and city is reduced cost of construction, the creation of 50 new jobs, and retention of 155 jobs.

The Andersons Grain Company Industrial Access Road

Awardee: Gibson County

Federal ID#: 62-6000604

Awardee Contact: Rob Goad

Telephone: 731-235-2330

County: Gibson

Congressional District: 8

Funding:

DRA	\$105,000	.55%
Private Capital Investment	\$19,000,000	99.45%
Total	\$19,105,000	100.00%

Description: The proposed project consists of the surfacing of an existing roadbed. The access road serving the future Andersons Grain site is approximately 400 linear feet x 36' in width.

Benefits/Outcomes: The new facility will result in 7 new jobs created and a private investment of \$18 million. Indirect benefits are difficult to quantify, but with a 200 truck/day capacity, it may be readily assumed that new jobs will be created at local freight companies and an increase in retail sales will be realized.

Fiscal Year 2015 Tennessee Project Summaries

Boilermakers and Welding Institute

Awardee: Memphis Urban League, Inc.

Federal ID#: 62-0481465

Awardee Contact: Tonja Sesley-Baymon

Telephone: 901-272-2491

County: Shelby

Congressional District: AR 1, MS 1, TN 7, 8, 9

Funding:

DRA	\$200,000	44.82%
Private Capital Investment	\$246,270	55.18%
Total	\$446,270	100.00%

Description: The Boilermakers and Welding Institute will serve as a regional training academy utilizing the latest advanced technology to train craftsmen, offer national credentials and provide career placement.

Benefits/Outcomes: Graduates of the Boilermakers and Welding Institute will receive the most advanced training available today as a result of the above industry-standard curricula utilized, the highly-skilled and certified instructors facilitating program offerings and student conditioning in the latest technologies.

Wastewater System Improvements for Benton & Decatur

Awardee: Benton County, TN

Federal ID#: 62-6000488

Awardee Contact: Spencer Taylor

Telephone: 731-584-6011

County: Benton

Congressional District: 7, 8

Funding:

DRA	\$190,932	55.03%
Other Public Investment	\$156,000	44.96%
Total	\$346,932	100.00%

Description: DRA funds will be used for facility improvements, which will be made to existing treatment facility to eliminate recurring costs and retain area jobs and business.

Benefits/Outcomes: Proposed treatment facility improvements will remove consistent “ragging” issue and provide influent screening. These improvements will provide monetary savings via greater energy efficiency and elimination of recurring O&M expenditures. Improvements will also maintain enhanced level of environmental health in the area.

Fiscal Year 2015 Tennessee Project Summaries

West Tennessee AgLaunch Consortium

Awardee: Memphis Bioworks Foundation

Federal ID#: 62-1858660

Awardee Contact: Fayre Crossley

Telephone: 901-866-1411

County: Shelby

Congressional District: 9

Funding:

DRA	\$75,000	33.33%
Other Public Investment	\$150,000	66.67%
Total	\$225,000	100.00%

Description: DRA funds will assist in establishing AgLaunch, in West Tennessee to stimulate rural entrepreneurship and agritech innovation, while demonstrating how the program is scalable into other DRA regions/states.

Benefits/Outcomes: The development of plans for Ag Innovation Centers; SWTDD-NWTDD-MAAG local development districts; Development of program plan and partnerships to create 3 model ag innovation centers pulling together universities, entrepreneurial organizations, and farm orgs to stimulate new ag innovation. Supported by sub-grants of \$25K to each DD to cover costs of planning, meetings, and generation of written plan.

AgriCenter Regional Training Center

Awardee: AgriCenter International

Federal ID#: 62-1143306

Awardee Contact: John Wilson

Telephone: 901-757-7777

County: Shelby

Congressional District: 9

Funding:

DRA	\$130,250	100.00%
Total	\$130,250	100.00%

Description: DRA funds will assist in a water line extension to increase water line pressure and volume for the expansion of the Case NewHolland Regional Training Center at Agricenter International in Memphis, TN.

Benefits/Outcomes: With the expansion, Case NewHolland plans to add five new full time local positions to the Training Center over the next two - five years including one new Training position and four Technical Support Staff with salary ranges of \$55k - \$75k.

Fiscal Year 2014 Tennessee Project Summaries

Gates Infrastructure Improvements

Awardee: Town of Gates

Federal ID#: 62-6019015

Awardee Contact: Dwayne Dixon

Phone: 731-836-7501

County: Lauderdale

Congressional District: 8

Funding:

DRA	\$150,000	62.76%
Applicant	\$89,000	37.24%
Total	\$239,000	100.00%

Description: DRA investment will relocate an exposed fiber optic line for an ongoing rail spur project.

Benefits: The rail spur project will have a tremendous impact on the operation of Wright's Auto Parts and Metals and will contribute to its effectiveness in the following ways: the expansion will allow WAPM to sell recyclable materials to markets with higher value, the company will no longer be limited to the markets of the surrounding area, and the investment will benefit the network of suppliers, the city of Gates, and Lauderdale County.

Seeding Entrepreneurship Across the Mid-South (SEAM)

Awardee: SeedCo

Federal ID#: 13-2875743

Awardee Contact: Chermale Casem

Phone: 901-328-5828

County: Shelby

Congressional District: 8, 9

Funding:

DRA	\$265,226	100.00%
Total	\$265,226	100.00%

Description: DRA investment will be used to promote entrepreneurship, workforce development, family and work support programs and technical assistance services for small businesses and non-profits. Working together with community partners and leveraging local resources, Seedco's SEAM program provides a comprehensive, scalable model utilizing entrepreneurship as the foundation for reducing poverty through asset, wealth, and job creation.

Benefits: Graduates will be equipped with new management skills, extensive connections, a business mind-set and confidence to enter or return to the workforce through the creation or expansion of their own thriving microenterprise. The successful launch of a microenterprise by participants will increase asset ownership that over time will allow families to move from poverty to long-term prosperity.

Fiscal Year 2014 Tennessee Project Summaries

Dyer Workforce Solutions: Expanding the Digital Works in Tennessee

Awardee: Dyersburg City Schools

Federal ID#: 62-0986509

Awardee Contact: Neel Durbin

Phone: 731-699-0234

County: Dyer

Congressional District: 8

Funding:

DRA	\$100,000	59.70%
Applicant	\$67,504	40.30%
Total	\$167,504	100.00%

Description: The Digital Works concept will be expanded to offer customer service representative and server programming training to residents of Dyer County and surrounding rural areas.

Benefits: Digital Works will allow new forms of work to be introduced, taking advantage of a value-priced, high-tech workforce. As local capacity builds, the community will be able to leverage the workforce to recruit advanced technology companies, not just traditional manufacturing facilities. The community will gain access to thousands of jobs available to underemployed and displaced workers and will provide younger workers with an opportunity to earn a good living as part of a skilled workforce.

Stanton Digital Factory

Awardee: City of Stanton

Federal ID#: 62-0676932

Awardee Contact: Allan Sterbinsky

Phone: 731-258-5002

County: Madison

Congressional District: 8

Funding:

DRA	\$72,000	90.00%
Applicant	\$8,000	10.00%
Total	\$80,000	100.00%

Description: DRA investment will be used to conduct Regional Economic Development Initiative (REDI) Digital Factory training for local residents. LiveOps—a local company—has ensured REDI they will hire all successful graduates.

Benefits: The people successfully trained at the Digital Factories will be employed as Direct Response Agents for an Internet Company called LiveOps averaging between \$8-15 hourly wages. LiveOps has ensured REDI that they can employ all successful graduates as Direct Response Agents.

Fiscal Year 2014 Tennessee Project Summaries

Expansion of OutsideIn Training Programs

Awardee: OutsideIn

Federal ID#: 46-1665470

Awardee Contact: Jani Leellen Smith

Phone: 731-699-0234

County: Weakley

Congressional District: 8

Funding:

DRA	\$31,200	100.00%
Total	\$31,200	100.00%

Description: DRA investment will be utilized for the expansion of the OutsideIn training program in Troy to focus on workforce training for chronically unemployed and indigent women with a past history of addiction and/or low educational attainment.

Benefits/Outcomes: This project will provide increased training and work space for 16 OutsideIn trainees, increased training for staff members to improve curriculum, and a better product to guarantee sustainability. The addition of three new sewing machines will allow for the hiring of seven workers by 2016, while also increasing production for OutsideIn.

Implementing a Multi-State GIS Project

Awardee: Central US Earthquake Consortium

Federal ID#: 37-1172914

Awardee Contact: Chris Pope

Phone: 901-544-3570

County: Shelby

Congressional District: 9

Funding:

DRA	\$225,000	77.59%
Applicant	\$65,000	22.41%
Total	\$290,000	100.00%

Description: DRA investment will be used to expand the capacity of a multi-state GIS system for the purpose of enhancing regional disaster planning through the Central US Earthquake Consortium.

Benefits: This project will provide workforce training for a minimum of 25 people, create a regional GIS model in DRA's footprint, connect nine states to share essential elements of information, make geospatial data maps and images available to hundreds of city and county governments, speed up response and road status, and maximize the potential of a regional GIS.

Fiscal Year 2014 Tennessee Project Summaries

NextFarm Agricultural Innovation Accelerator

Awardee: Northwest Tennessee Entrepreneur Center

Federal ID#: 46-0531054

Awardee Contact: Carol Reed

Phone: 731-587-4213

County: Weakley

Congressional District: 7, 8, 9

Funding:

DRA	\$100,000	100.00%
Total	\$100,000	100.00%

Description: DRA investment will support NextFarm Ag Accelerator serving 18 counties in northwest Tennessee, providing mentorship, training, capital investment opportunities, and legal services to ag-based entrepreneurs.

Benefits: The NextFarm Accelerator will help to produce a heightened interest in the ag-tech sector for rural West Tennessee. An accelerator of this type is projected to recruit 16 potential entrepreneurs, help develop 6 companies each cycle of the accelerator, and support the creation of 12 jobs.

City of Greenfield Access Road for Industrial Expansion

Awardee: City of Greenfield

Federal ID#: 62-6000296

Awardee Contact: Cindy McAdams

Phone: 731-587-4213

County: Weakley

Congressional District: 8

Funding:

DRA	\$107,550	100.00%
Total	\$107,550	100.00%

Description: DRA funds will assist in the construction of an access road for Plastic Products Company. The asphalt access road will consist of a 6-inch gravel base from Parker Drive to the south wing expansion at Plastic Products.

Benefits: The project will lead to the creation of 122 new jobs over three years. The construction of the proposed access road is the final step of a \$1.7 million expansion project at Plastic Products Company. The project will save the company considerable funds, which can be reinvested in the local workforce.

Fiscal Year 2014 Tennessee Project Summaries

Millington Flight Academy

Awardee: City of Millington

Federal ID#: 62-6000367

Awardee Contact: Terry Jones

Phone: 901-873-3341

County: Shelby

Congressional District: 9

Funding:

DRA	\$247,530	1.82%
State	\$724,150	51.05%
Applicant	\$706,855	41.28%
Local	\$100,000	5.85%
EDGE	\$150,000	7.78%
Total	\$1,928,535	100.00%

Description: DRA investment will be utilized for the redevelopment of an airport hangar for a flight academy—Crew Training International (CTI). DRA funds allow for milling and overlaying of Funafuti Avenue, which bisects the proposed flight school campus.

Benefits/Outcomes: The Flight Academy will help to create 75 new jobs, recruit CTI students to the local communities, and attract a \$6 million construction investment by CTI.

Fiscal Year 2013 Tennessee Project Summaries

Emergency Water Tank Replacement

Awardee: Mason Hall Development Corporation

Federal ID#: 62-1081177

Awardee Contact: Wanda Smithson

Telephone: 731-446-4507

County: Obion, TN

Congressional District: 8

Funding:

DRA	\$ 19,515	73.00%
USDA-RD	\$ 7,500	27.00%
Total	\$ 27,015	100.00%

Description: The purpose of this project is the removal of two 1,000 gallon tanks that currently serve the unincorporated community of Mason Hall. These tanks will be replaced with a 2,000 gallon tank with a better quality lining and subsequently longer lifespan.

Benefits/Outcomes: The benefits of this project shall be the removal of two 1,000 gallon storage tanks and replace them with a new 2,000 gallon storage tank. Outcome: Clean drinking water.

Minority/Women Owned Business Strategic Growth Services

Awardee: MMBC Continuum

Federal ID#: 62-1198163

Awardee Contact: Luke Yancy

Telephone: 901-525-6512

County: Shelby, TN

Congressional District: 9

Funding:

DRA	\$ 250,000	58.00%
Applicant	\$ 186,000	42.00%
Total	\$ 436,000	100.00%

Description: This project is based on the M/WBE Life Cycle Continuum model created by The MMBC Continuum that details the various needs of Minority/Women Owned Business Enterprises (M/WBEs) at various business life cycle stages.

Benefits/Outcomes: The overall outcome of this project is the improved competitiveness of M/WBEs evidenced by an increase in the number and dollar value of contracts/procurement awarded.

Fiscal Year 2013 Tennessee Project Summaries

City of McKenzie Training Facility

Awardee: City of McKenzie

Federal ID#: 62-6003555

Awardee Contact: Jill Holland

Telephone: 731-352-2292

County: Carroll, TN

Congressional District: 8

Funding:

DRA	\$200,000	61.00%
Local	\$131,210	39.00%
Local	\$331,210	100.00%

Description: Funding requested in this proposal is for the renovation of the existing Park Theatre building. The renovation will include substantial demolition, finishing, electrical, and HVAC repair. DRA funding will be used in demolition, finish work, electrical repair, and grant administration/environmental review provided by Northwest Tennessee Development District (NWTDD).

Benefits: During the first year of operation ManPower has indicated that it will conduct two Drug Free Tennessee training sessions with 30 associates in each session. Once a year, it will provide training for their management staff of 15 persons.

Crosstown Development Project

Awardee: Crosstown Arts

Federal ID#: 27-1876711

Awardee Contact: Todd Richardson

Telephone: 901-507-8032

County: Shelby, TN

Congressional District: 9

Funding:

DRA	\$ 250,000	88.00%
Applicant	\$ 20,000	7.00%
Other	\$ 15,000	5.00%
Total	\$ 285,000	100.00%

Benefits/Outcomes: The Crosstown building will serve as a common space/theatre staircase open to the public. It will facilitate 35-net new businesses or non-profit organizations to move to the Crosstown Building. In addition, 75 percent of existing businesses in the Crosstown neighborhood will participate in common area programs in the Crosstown Building.

Fiscal Year 2013 Tennessee Project Summaries

SWTCC Java Bootcamp

Awardee: SW Tennessee Community College

Federal ID#: 62-1834818

Awardee Contact: Nathan Essex

Telephone: 901-729-2871

County: Shelby, TN

Congressional District: 9

Funding:

DRA	\$199,600	31.00%
Applicant	\$105,100	17.00%
Other	\$342,106	52.00%
Total	\$646,806	100.00%

Description: DRA funding for this program will allow Southwest Tennessee Community College (Southwest) will and its training partner to make the Java BootCamp program a full-time program, going from one course per year to seven courses per year.

Benefits/Outcomes: This program will provide highly-specialized training, qualifying successful graduates for guaranteed jobs as Certified Java Developers upon completion of the program.

City of Brownsville Rail Line Rehabilitation Project

Awardee: City of Brownsville

Federal ID#: 62-0678229

Awardee Contact: Jo Matherne

Telephone: 731-772-1212

County: Haywood, TN

Congressional District: 7

Funding:

DRA	\$162,598	90.00%
Applicant	\$18,067	10.00%
Total	\$180,665	100.00%

Description: The purpose of this rail line rehabilitation project is to assure long-term continued operation to the industrial park tenants and the promotion of economic development opportunities along this rail line.

Benefits/Outcomes: Once completed, the rehabilitation of the existing rail line into the Brownsville Industrial Park will provide a safer and more efficient means of product transportation for the industries utilizing this rail line.

Fiscal Year 2013 Tennessee Project Summaries

Vision Weakley

Awardee: VisionPerry

Federal ID#: 45-1453302

Awardee Contact: Michael Dumont

Telephone: 931-589-6631

County: Weakley, TN

Congressional District: 7 & 8

Funding:

DRA	\$162,598	100.00%
Total	\$162,598	100.00%

Description: This proposal will fund the startup of a Weakley County Digital Factory to train residents in Customer Service Representation (CSR) and Linux/Apache/MySQL/PHP (LAMP) programming, and create full-time jobs.

Benefits/Outcomes: Founder Michael Dumont estimates that a new Digital Factory in Weakley County can train 60 persons for CSR work and four to six LAMP programmers within the first six months of full operation. Initial training will focus on customer service representation with LAMP Programming curriculum being made available later. Job creation in the CSR field would be relatively rapid as contractual work from the Linden and Trenton operations would spill over to the Weakley County facility.

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888-GO-TO-DRA (888-468-6372)

236 Sharkey Avenue, Suite 400 | Clarksdale, MS 38614

444 North Capitol Street NW, Suite 365 | Washington, DC 20001